



D. P. FITZGERALD
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North East Sales Area
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January 10, 1997

SENT VIA E-MAIL

Lanny Wolfe

Subject: King Vending and Eisler & Co. - Private Label Requests

Attached you will find product photos and information covering Slim Price, which is available for King Vending and Eisler & Co. Unfortunately there are no other brands available within the State of New Jersey. As you know, Slim Price is not a geographically protected brand, and is available to competing wholesalers in the same geography. However, there are some advantages to several wholesalers working the same brand getting distribution widespread within the area.

I have also included all of the necessary paperwork should these accounts decide to purchase Slim Price. Completed paperwork should be returned to me for handling with the Forsyth Group.

Call if you have any questions.

Don

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FORSYTH TOBACCO PRODUCTS PRICING

For Contracted Direct Accounts

7/1/96

List	\$9.19
Terms (3.25%)	.30
E. F. T. (1/2%) *	.03
Off-Invoice	2.30

Net Invoice	\$6.56
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Alliance Accrual **	.30
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Net Price	\$6.26
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Optional:

Share of Category *** (paid semi-annually)	.25
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Dead Net Price	\$6.01
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* E.F.T. available to qualifying customers

** Alliance Program - Marketing Program (coupons, etc.)

*** One (1) cent per SOC up to 25 cents

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